



H R A NOW

OFFICIAL PUBLICATION OF HOTEL &
RESTAURANT ASSOCIATION (WESTERN INDIA)

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**MARCH
2016**

Ecotel Hotels

The Future Of Hospitality Industry





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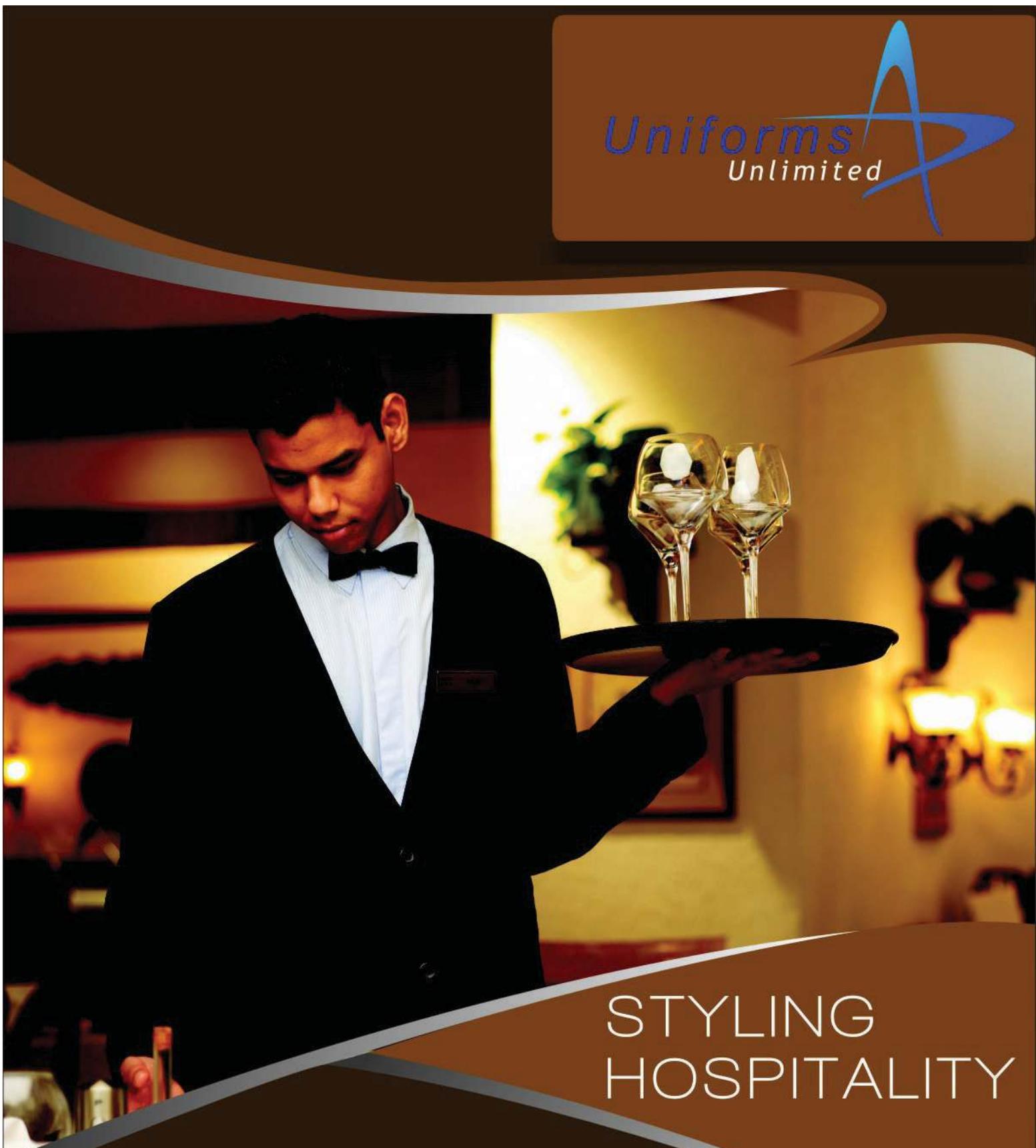
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President's Note

Dear Members of the HRA (WI):

Our association on the backdrop of an acute water shortage and farmer suicides had advised its members to put up placards at visible spots in their hotels, to strictly avoid water intensive Holi celebrations. The association, urged members both in the capacity of individuals and as establishments to respect the precious resource not just during festivities, but as part of their day to day routine. Our hotel industry has always reminded guests not to waste water with collateral reduce, reuse and recycle water conservation placards in washrooms for the past many decades. The message is loud and clear, for the present century water is one of the foremost challenging resource which has to be put to optimal use by aiming for zero wastage.

Defexpo India 2016, was held at Naqeri Quitol in Quepem Taluka of South Goa, from 28th to 31st March 2016. It was a windfall for Hotels in South Goa as it has followed the long Holi / Easter weekend. Rates being quoted in South Goa hotels for the period of the event were higher than the period of Christmas and New Year!

As part of the initiatives taken for the benefit and awareness of members, our association organized seminar on "Tax Deduction at Source", at "The Marine Plaza Hotel", Mumbai, on 24th February.

A special seminar was also organized at The Waterstones hotel, Mumbai, on 29th March for the Prevention, Prohibition and Redressal on sexual harassment of women at workplace.

HRA NOW this month has focused on Ecotel the future of hospitality industry. The hotel industry is a large business sector, which means hotels can play a major role in changing the culture of environmental degradation practices being followed in order to achieve sustainable growth.

The destination covered in HRA NOW this month is Aurangabad Tourism Capital of Maharashtra, which is surrounded by many historical monuments, including the Ajanta Caves and Ellora Caves, which are UNESCO World Heritage Sites. It is also emerging as a prime industrial city.

The association has been organizing number of seminars for the benefit of members, we request all our members to participate and gain knowledge through the same.

We look forward to your continued support, feedback and participation. ■

With Best Regards,

Bharat Malkani
President HRAWI

Annawaddo, Main Candolim Road, Bardez, Goa – 403515

Hyatt Place Goa/Candolim is a perfect concoction of modern architecture and momentous hospitality. Donned with themed arts, a casual atmosphere and practical amenities, it is best suited for a relaxing day away from mundane life. The space is a unique combination of function and style; it offers 147 spacious guestrooms that are designed to match the taste of every distinctive traveller. It is a select-service hotel that features all the basic services and amenities of a five-star hotel. Backed by a team of efficient professional and technical support; it is suitable for both business and leisure travellers. Hyatt Place Goa/Candolim is a perfect North Goa hotel with essential services for a blended lifestyle of work and play.



Building - G, Sai baba Vihar Complex, Ghorbunder Road, Thane

The Byke Suraj Plaza Thane, Mumbai, is a brand new name in the chain of The Byke Hospitality Group. The hotel is ideally located in the heart of the town. The hotel offers pleasant ambience and splendid architect for a luxurious living. The Byke Suraj Plaza has 122 luxuriously spacious rooms which offer coziness & comfort of a Home, a guest would wish for. All rooms are exquisite, stylishly designed, perfectly equipped with all the necessities of a traveler and in addition also offer round the clock services.

Adjoining Sangam Cineplex, Hamidia Road, Bhopal - 462001.

Hotel Sangam, Bhopal, is centrally located in the city and enjoys close proximity to the key attractions of the place. This 3-star hotel makes for an ideal base in Bhopal. It also provides room service and a travel agency. Hotel Sangam Bhopal provides comfortable rooms, furnished to suit the needs of any traveller. In the finest tradition of Bhopal hospitality, Hotel Sangam offers its guests a taste of royal living, luxury & extravagance.



Opp Prahlad Nagar Garden, S.G. Highway, Ahmedabad - 380015

Ramada Ahmedabad showcases attractive and contemporary architecture in the premises and in lobby. The 90 rooms which have inviting ambiance are augmented with lovely decor and tasteful interior. Guests are provided a cordial and congenial stay packed with comforting services and conventional hospitality. Ideally located in the heritage city of Ahmedabad. Hotel Ramada offers you a unique corporate and leisure experience. Hotel has 24 hrs coffee shop, award winning specialty Indian restaurant, Sheesha Lounge, Liquor permit Shop, Gym and in-house Spa. Its large banquet halls cater to corporate and social functions.



Ground Floor, Panchani Chamber, Opp. Asia High School, Drive-In, Ahmedabad - 380052



Today, the SUBWAY brand is the world's largest submarine sandwich chain with more than 44,000 locations around the world. We've become the leading choice for people seeking quick, nutritious meals that the whole family can enjoy. Our passion for delighting customers by serving delicious, made-to-order sandwiches. The staff service here is quite reasonable and the decor is quite amicable. This subway also has home delivery services.

Hotel Calangute Towers, Dr. Jack Sequeira Junction, Opp. Calangute Village Panchayat, Calangute, Goa, IND - 403516

Setting the standard for Goa, Hotel Calangute Towers has 53 rooms in close proximity to the Calangute Beach. Sunbathing or jogging, shopping or swimming, the hotel is the perfect access point for the boardwalk, beach, revitalized shopping district and dozens of area attractions. Our poolside bar, authentic restaurants offering various cuisines and customized professional service offer everything for a relaxing getaway or the perfect party. At Hotel Calangute Towers, the royal treatment is yours. A fashionable hotel, it has all modern day facilities and amenities. It provides latest services to host business, wedding or other occasional events. The hotel also has recreation facilities and few indoor board and table games.



Plot No. 53/3, Opposite Lagoona Resort, Tungarli, Lonavala - 410403

Obetel Grande Resort is an oasis of Tranquility Peace and Vibrant with natural surroundings of fields and Hillocks, and is a Classic Resort Located in Lonavala near to Tungarli Dam. Build on the pristine land Obetel is the answer to all holiday needs and the resort is synonymous for providing the right blend of Service & Luxury.

The Resort has a well maintained garden and swimming pool to laze around. The stay at Obetel promises of comfort and makes every vacation memorable. A distinctive feature of the resort is the highly motivated and well trained staff that provides attentive and sensitive service.



Lobby Level, The Capital Building, Plot 70, Block G, Bandra Kurla Complex, Mumbai - 400051

Cafe Sabrosa Mumbai is an urban, rustic, young, dynamic hangout zone serving innovative food & drink concepts. Sabrosa, cafe, bar and grill, serving international cuisine with an emphasis on Mediterranean. With a full-fledged bar, superb ambience and extensive menu, this venture promises an exceptional dining experience. It offers occasional flashes of surprise and pleasure.

107, Tapeshwari Baugh, Near Radisson Blu Hotel, Indore – 452010

International Hotel Management School Indore started in 2012 at Indore Madhya Pradesh to fulfill the industrial demand of skilled and learned manpower. We specialize in, International student transfer program by internationally recognized Indian university affiliated program. IHMS believes in generating an environment where our students learn and grow as dynamically as the hospitality industry.

To achieve this IHMS has carefully put together a passionate and enthusiastic workforce, wherein each individual has been chosen on the basis of his/her commitment and talent, irrespective of age. Our passion for student-centric approach enables us to evolve with the Hospitality leaders of tomorrow.



Bima Nagar, Behind Natraj Studio, M.V. Road, Andheri (E), Mumbai - 400069

Hotel Aureole is a 3 star property located in the City of Dreams, Mumbai. Each room here provides guest with Free WiFi access, air conditioning and a seating area. Hotel Aureole is located, just 500 metres from the Western Express Highway. The in-house restaurant at the hotel serves a selection of Indian, Chinese and continental delights. Hotel Aureole is a bit of surprise package and will leave a different impression on you; the rooftop pool here is an amazing experience.



502 Bezzola Complex, Sion Trombay Road, Chembur, VN Purav Marg, Swastik Park, Mumbai 400071

We take this opportunity to introduce ourselves as a 40 year old company established in the year 1971 having ISO 9001:2008 certifications for all our 3 manufacturing units with automatic packing facility, R&D Centre and office. USCPL is in the field of Speciality Chemicals for last 25 years and catering to various segments such as I&I Cleaners, Agro Chemicals, Water Treatment and Textiles. We are in B2B business of these products. We being into Industrial & Institutional Cleaning segment having collaboration with USA based company are glad to inform that we have developed an entire range of cleaning solutions for HOUSE KEEPING, KITCHEN & LAUNDRY & PERSONAL CARE segment which includes Surface Cleaners, Disinfectant, Glass Cleaners, Degreasers, Fabric Stain Removers, Hand Sanitizers, etc. We offer these products in bulk/retail packing to Corporate houses, Malls, Departmental Stores, Retail Chain companies under private labelling.



Shop No. 1 & Shop No. 2, Dheeraj Swapna Building, Pali Naka, Bandra (W), Mumbai -400050

The brand Wok Express Bandra works on three easy steps that stand between you and your meal. You can customize by first choosing your own base (steamed rice, wheat/ramen/soba noodles, or skip the base), then choose your favourite fresh vegetables or meats and lastly the sauces, which range from traditional teriyaki to more adventurous ones such as Massamam curry or Black Bean. Each preference is uniquely designed so that you will always have something new to try at Wok Express. Apart from our famous wok's we also have accompaniments such as Dim Sum's, Sushi, Bao's and Bubble Tea's. Food enthusiasts can watch their woks be stir-fried in front of their eyes with animation and flair, or opt for a speedy home delivery with the help of their trained ninjas. Simple clean neat wooden interiors with bar stools and wooden tables, just grab your Customised Wok at Bandra.





Hotel Marine Plaza
MUMBAI

WELCOMES YOU TO

HRAWI SEMINAR ON

TDS

PLAZA ROOM



'Seminar on "Tax Deduction at Source", at "The Marine Plaza Hotel", Mumbai on 24th February, 2016'



City hotels play dry holi-urge members to preserve water

On the backdrop of an acute water shortage and farmer suicides, hotels in Maharashtra decided to celebrate a dry Holi. The Hotel and Restaurant Association of Western India (HRAWI), the apex body of hotels of Western India, advised its members to put up placards at visible spots in their hotels, strictly avoid water intensive celebrations like 'rain dance' and consciously engage in water conservation measures. The association, urging members both in the capacity of individuals and as establishments, asked hoteliers to respect the precious resource not just during festivities, but as part of their day to day routine. Holi or Dhulivandan also known as 'The Festival of Colours' is celebrated across the country. Asking members to join together and pledge a commitment towards water conservation, Mr. Bharat Malkani, President, HRAWI said that hoteliers question themselves whether they should be wasting water to have a colorful celebration of Rang Panchami at a time when India is grappling with back-to-back droughts. "Hence in an endeavor to create awareness about the seriousness of this issue amongst all HRAWI members; your Association requests you to do your bit to save water. It will save lives. You as Hoteliers and responsible citizens can play a pivotal role by taking a pledge of not wasting water during the festivities," says Mr. Malkani in his communication to the hoteliers. "The hotel industry is proactive and takes measures in every way to use resources conservatively. Whether with adopting newer technologies that are energy efficient or conserving water, we strive to do our bit. But the present water crisis demands more efforts. Our hotel industry has always reminded guests not to waste water with collateral reduce, reuse and recycle water conservation placards in washrooms for the past many decades. The message is loud and clear, for the present century water is one of the foremost challenging resource which has to be put to optimal use by aiming for zero wastage. Agricultural chain's dependency on water is therefore the key for our survival," concludes Mr. Kamlesh Barot, past-President, HRAWI. ■



Shradha the wandering mentally ill roadside destitutes

These are the unfortunate men & women whom you often see wandering on the roads, lost in their own world, laughing and talking to the illmselves, with dirty long matted hair, half naked and skin & bones appearance. They may be just barely surviving on garbage, gutter water and whatever leftovers of food are thrown at them by passerbys. They are in much worse shape than the poorest of the poor because they have no one, we repeat, absolutely no one to look after them. They are on the roads for weeks/months/years without food, clothing or shelter. No one may give them a second glance and often no one cares whether they live or die. They are stripped of all human dignity, but we believe that they are humans nevertheless.

Shradha Rehabilitation Foundation was founded in the year 1988, to deal with the above tragedy of the mentally ill destitute wandering aimlessly on the streets of India.

The Objectives of Shradha are:

- To rescue maximum number of mentally ill roadside Destitutes'.
- To provide free shelter, food and psychiatric treatment to the rescued Destitutes.
- To trace out addresses of the Destitutes & reunite them with their lost families in any part of India.
- To promote massive mental health awareness among rural villages, families, police personnel, railway officials & general public.
- To network with other NGO's and Govt Mental Hospitals in other to generate collective efforts'. ■

Regulatory awareness for using PRI's

This is an essential communication for all IP-EPABX / Server-EPABX user's, esp those who are terminating both Internet & PRI's for outward communications.

The Indian Telegraph Act 1951 prohibits interconnection of any Leased line to public network,

Dr Bharat Vatwani -Founder Trustee-Shraddha Rehabilitation Foundation request to the HRAWI members

Dear HRAWI members,

Shraddha Rehabilitation Foundation is the only NGO in the whole of India dealing exclusively with the cause of the wandering mentally ill roadside destitutes. We have a center in Karjat housing and treating 100 of these destitutes on any given day and time. After recovery, we trace out their antecedents and reunite these destitutes with their families in different parts of India. In the year 2015 we picked up and reunited 636 such destitutes.

We have been given to understand that your revered hotels have bedsheets, blankets, uniforms, towels, napkins, curtains etc which are discarded from time to time.

We would be indebted if your kind self could donate these discarded clothes to our NGO in Karjat as we have a high turnover of destitutes every year and correspondingly have a high requirement of the above materials.

Requesting your good self to come forward with donations of the same,



Regards and THANKS,
Shraddha Rehabilitation Foundation

REGISTERED OFFICE

Shraddha Manosarovar, Behind Shanti Ashram, Opposite Eskay Resorts,
Off New Link Road, Landmark - Near Gossip Cafe,
Opposite Amazon Park CHS, Borivali - West
Mumbai-400103, India.
Tel.:91-22-28955020
Mobile: 9820568215/9867056433

such as PSTN, ISDN-PRI, Mobile Networks etc. This arrests any security threat arising due to Carriage of traffic from Private Network to Public Network vide unmonitored traffic, bypassing authorized gateways.

In case you desire to use the above facility in conjunction on the same device/epabx then you are required to have Logical Partitioning done in the Server epabx, and the same duly certified by local DOT / TRAI. This partitioning creates a divide between Private network (intra office) & access to Public Networks.

It is advisable to get Logical Partitioning done for your IP-EPABX/Server EPABX in case:

- Internet Leased Line is terminated on same Server
- Broadband Line is terminated on same Server

- Mobile access gateway is terminated on same Server
- VSAT Lines is terminated on same Server
- Satellite Phone is terminated on same Server
- Wi Fi Access is Provided on same Server
- Dialer S/w is used on same Server

Logical Partitioning helps to prevent the following:

- Misuse by Hackers of your PSTN Lines
- Ensure Lawful usage
- Prevent Illegal traffic termination

Logical partitioning application along with Network diagram is to be done by your organization through the EPABX vendor to local DOT. Once certified, a copy of the same along with stamped Network diagram to be submitted to service providers office.. ■

Amit Kapil Recently Appointed Director of Sales & Marketing At Resort Rio Goa

Resort Rio is a Five star Luxury Deluxe Spa Resort in North Goa nestled on the banks of the Baga river in Arpora. Best known for its Architecture and Hospitality, this 10 acres of riverside paradise is rated as one of the best 5 star hotels in Goa due to its breathtaking view, luxurious rooms, warm hospitality and its convenient location to major attractions namely Goa's famous night clubs, restaurants, beaches and flea markets. Resort Rio is a travellers' paradise. This charming resort boasts of Luxurious Deluxe rooms of around 650 sq. ft., opulent Royal Suites of over 1100 sq. ft. and is the only resort in Goa to have three and four bedroom villas, some with plunge pools. With an array of specialized restaurants including an ethnic veg restaurant which over the years has become the pride of Goa, Resort Rio is a foodie's paradise. Its award winning Zaara Spa offers authentic and highly effective ayurvedic, curative and rejuvenative treatments and promises to be a complete retreat for mind and body rejuvenation. With its inimitable offerings and famous "Rio culture", Resort Rio has won many hearts. The hospitality industry too has honored Resort Rio with many prestigious awards and recognition. For instance, Jalsa has won the Times Food Award for five consecutive years and its luxury Zaara Spa has won the Tripadvisor award for excellence for three consecutive years. Resort Rio is also listed in the Condé Nast Recommended Luxury Hotels of the World. In addition, Resort Rio boasts of one of Goa's largest conference facilities. It is also the only resort in the city to have a resident acupuncturist, wing chun / kung fu master, reiki healer and astrologer. Resort Rio with its array of exclusive offerings and a family of determined and passionate professionals promises to give you memories that you will cherish for a lifetime. Whether it is a family holiday, romantic getaway, fairy tale wedding or a business conference, this Five star Luxury Deluxe Spa Resort proves to be an ideal companion.

Resort Rio, Goa has recently appointed Mr. Amit Kapil as Director of Sales & Marketing. A Diploma holder in Hotel Management from University of Michigan



(TIM- New Delhi). He also holds a post-graduation degree from IIHR (Indian Institute of Human Rights). Before joining Resort Rio, he worked at Holiday Inn, Goa. In his new role, Kapil will spearhead the corporate and travel trade business of the Northern region of Goa. Kapil has an experience of over 17 years. He started his career with Domino's Pizza and then moved on to work with Raj Group of Hotels; Majestic, Goa; and Cidade de Goa where he spent 10 years. He likes to learn new languages and has studied French from IITM and Russian from Russian Federation Centre, New Delhi. ■

Alejandro J. Leo Cupul is Appointed As Director Of Spa And Recreation Grand Hyatt Goa



Redefining luxury at the heart of Goa, this lavish 5-star hotel overlooks the visually stunning waters of Bambolim Bay. The Grand Hyatt Goa spreads across 28 acres of colourful, tropical gardens and lush lawns that roll down to the water's edge. This luxury hotel in Goa is situated in Bambolim and is conveniently located 7 km from the capital city of Panaji and 25 km from Dabolim Airport. Unwind and relax in splendidly appointed rooms and suites blending spectacular views of the waterfront and grandeur of the 17th century Indo- Portuguese palace. At the Grand Hyatt Goa, one will experience the warmth and hospitality of traditional Goa while enjoying the fashionable nightlife lounges and savour fine delicacies at the renowned restaurant. The Shamana Spa is an exhilarating waterfront retreat, with exquisite facilities, a state-of-the-art fitness centre and a free-form outdoor pool and a 25-metre indoor lap pool. For families, Camp Hyatt for Kids offers an unforgettable recreational experience under the supervision of our trained staff. Their central location is ideal for business guests as well. The Grand Hyatt Goa takes pride in being among the best hotels in Goa. Complimented by the largest banquet facilities in the region, the Grand Hyatt Goa is a sophisticated and versatile destination for conferences, weddings, and special events.

Grand Hyatt Goa has appointed Alejandro J Leo

Cupul as director of spa and recreation to spearhead the Shamana Spa at the resort. Alejandro is originally from Merida, Mexico he has over 16 years of diverse experience in the spa industry. Prior to joining Grand Hyatt Goa, Cupul held the responsibility as corporate spa director at Hard Rock Hotels and Casinos in Mexico and Dominican Republic. After starting his career in 2000, Cupul has worked with leading international brands like Le Meridien, Rosewood and Orient Express Hotels. He has also been an expert council for various spa conventions and trade shows in Morocco, US, Spain and Mexico. Alejandro has exciting plans developing Shamana Spa to become the ultimate wellness destination, and take the spa industry in Goa and India to new heights.

On his appointment Alejandro said, "I am very happy to be a part of the Grand Hyatt Goa family, India is a beautiful country; rich in culture and tradition and has offered Ayurveda and Yoga to the world; this is one of India's biggest strength in the field of wellness. With Goa being one of the most sought after travel destinations for Indian and international tourists alike, this is a great opportunity to advance Shamana Spa to a new level of wellness." ■

Anirvan Saniyal Has Been Appointed As General Manager Of Ambar Sarovar Portico, Gandhidham

Ambar Sarovar Portico Gandhidham is a swanky, stylish mid-range business hotel. It is centrally located, less than 1 km away from the downtown area and the railway station with close proximity to most shipping and insurance companies and banks. The hotel is located 9 km from Kandla Port and 6 km from Kandla SEZ.

The excellent services and facilities live up to the expectations of the discerning traveller. 58 spacious rooms and suites welcome the modern traveller with heartfelt hospitality and luxurious amenities. State-of-the-art business facilities and conference rooms effortlessly meet any business or social occasion with banqueting facilities for up to 600 guests. A fitness centre and great in-room amenities provide the much required post work respite.



Ambar Sarovar Portico Gandhidham has recently appointed Mr. Anirvan Saniyal as their new General Manager. Mr Saniyal has an experience of over 15 years in the hospitality industry. He was earlier associated with Sarovar Hotels & Resorts as regional training manager for western zone. Some of his previous assignments include stints as general manager, Sterling Holidays, Daman Casa Tesoro; group general manager, operations, St Larn Business Hotels; corporate pre-opening, and training and development manager, Lords Hotels & Resorts, Surat; and corporate training and development manager, Ambassador Group, Mumbai. ■

Nitin Kapoor Has Been Appointed as General Manager at Optus Hometel Bhiwadi

Optus Hometel Bhiwadi is defined by intelligent amenities and essential services which meet the quality requirements of budget-conscious business and leisure travellers. Its convenient location in the heart of the industrial hub places it just 45 minutes away from Indira Gandhi International Airport as well as in close proximity to the Delhi-Jaipur National Highway (NH-8). Bhiwadi is also popular as a pilgrimage centre as it is the land of 'Baba Mohan Ram', the rider god on the blue horse. The 130 spacious air conditioned rooms and suites blend aesthetics with functionality to provide comfortable, restful stays. The 10000 sq. ft. of banqueting and conferencing areas offering outstanding facilities have the capacity to organize and handle receptions for up to 700 guests. This is the largest in the city and a perfect venue for conferences and weddings. A multi cuisine restaurant, lounge bar and fitness centre provide much desired respite.

Optus Hometel Bhiwadi has appointed Mr. Nitin Kapoor as the general manager. Prior to this, Kapoor worked with Optus Sarovar Premiere Gurgaon as executive assistant manager. He has more than 15 years of experience in the hospitality sector. Some of his previous assignments include stints with Crowne Plaza Gurgaon, The Imperial Hotel New Delhi and with the Taj Land's End in Mumbai. Mr. Kapoor's areas of expertise include food and beverage service and sales, banquet operations and sales and customer service among others. ■



Marriott Group Has Appointed Indraneel Benadikar As Director Of Sales And Marketing For Marriott Properties In Pune

Mr. Indraneel Benadikar has been appointed as market Director of sales and marketing for Marriott properties in Pune. In his new role, Benadikar will oversee sales and marketing activities with a focus on developing and implementing multi-hotel strategies for all participating properties. His most recent assignment was in Bangkok where he was a part of the opening team at the Bangkok Marriott, Hotel Sukhumvit and the Marriott Executive Apartments, Thonglor. He joined Marriott as a part of the opening team at the JW Marriott Juhu in 2001 and since then has held several positions in sales, marketing and revenue management disciplines; both in India and across South East Asia. ■



5 Spice opens first outlet in Pune

Encompassing all five elements of flavor to your palate, Mumbai based restaurant chain, 5 Spice recently launched its first outlet in Pune. Balancing the perfect colour, taste and texture of Chinese delicacies, the restaurant has a specially designed menu. It offers an exotic combination of vegetarian and non-vegetarian dishes at an affordable price. A modern Chinese restaurant, the interiors add a fresh and contemporary charm as soon as you step in with the menu beautifully complimenting the feel of the place.

Adhering to the Yin and Yang philosophy that is found in any Chinese dish, the menu offers a selection of delectable dishes like Shinsho Chicken, Canton Wontons, 5 Spice Fish, Beijing Prawns, Thai Pot Noodles, Exotic Vegetables with Fresh Red Chillies, Nanking Rice, Twin Pepper Potatoes, Crispy Corn Water Chestnuts in

addition to other mouthwatering dishes.

Satisfying your sweet tooth to the core, the signature dessert – Mission Impossible will keep you longing for more. Death by Chocolate, Rocky Road and Chocolate Ferraro Rocher cake are other star attractions from the dessert menu.

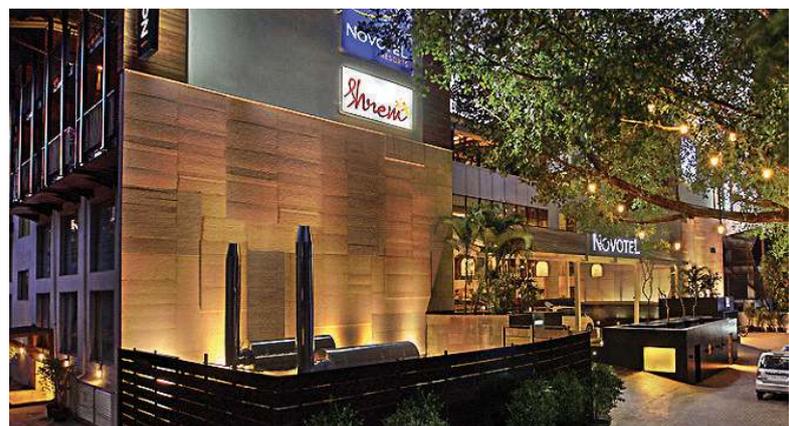
Sachin Nagarkar, Director, 5 Spice Pvt Ltd says, “We recently did a soft launch of the outlet that is located at Kondhwa. The USP of our restaurant is that it serves quality food at a reasonable price with superlative services.” ■

Grand mercure goa shrem resort rebranded as novotel Goa Resorts & Spa

Grand Mercure Goa Shrem Resort has been rechristened to Novotel Goa Resorts & Spa. This coupled with the Novotel Goa Shrem Hotel hopes to firmly position a consolidated premium Novotel presence for travellers and explorers of Goa. The two 5-star Novotel properties are located just off the bustling and energetic main street of Candolim in North Goa.

The two Novotel properties include seven bars and restaurants, unique five star experiences, a massive kids club with outstanding fun activities, 20,000 sq. ft. of meeting & banquet spaces, the La Brise seaside restaurant on Candolim beach, all as part of a 271 room experience under the Novotel brand.

Novotel Resorts & Spa offers one of the largest spa’s in North Goa, the Balinese-styled Warren Tricomi Spa along with a pool overlooking the lush paddy fields. The resort is also upgrading its suites, and adding an additional Italian-Mediterranean restaurant – Vera Cibo to their Food and Beverage services. ■



Spa

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Wellness Spaces

efjay

CONSULT DESIGN MANAGE

Ecotel Hotels

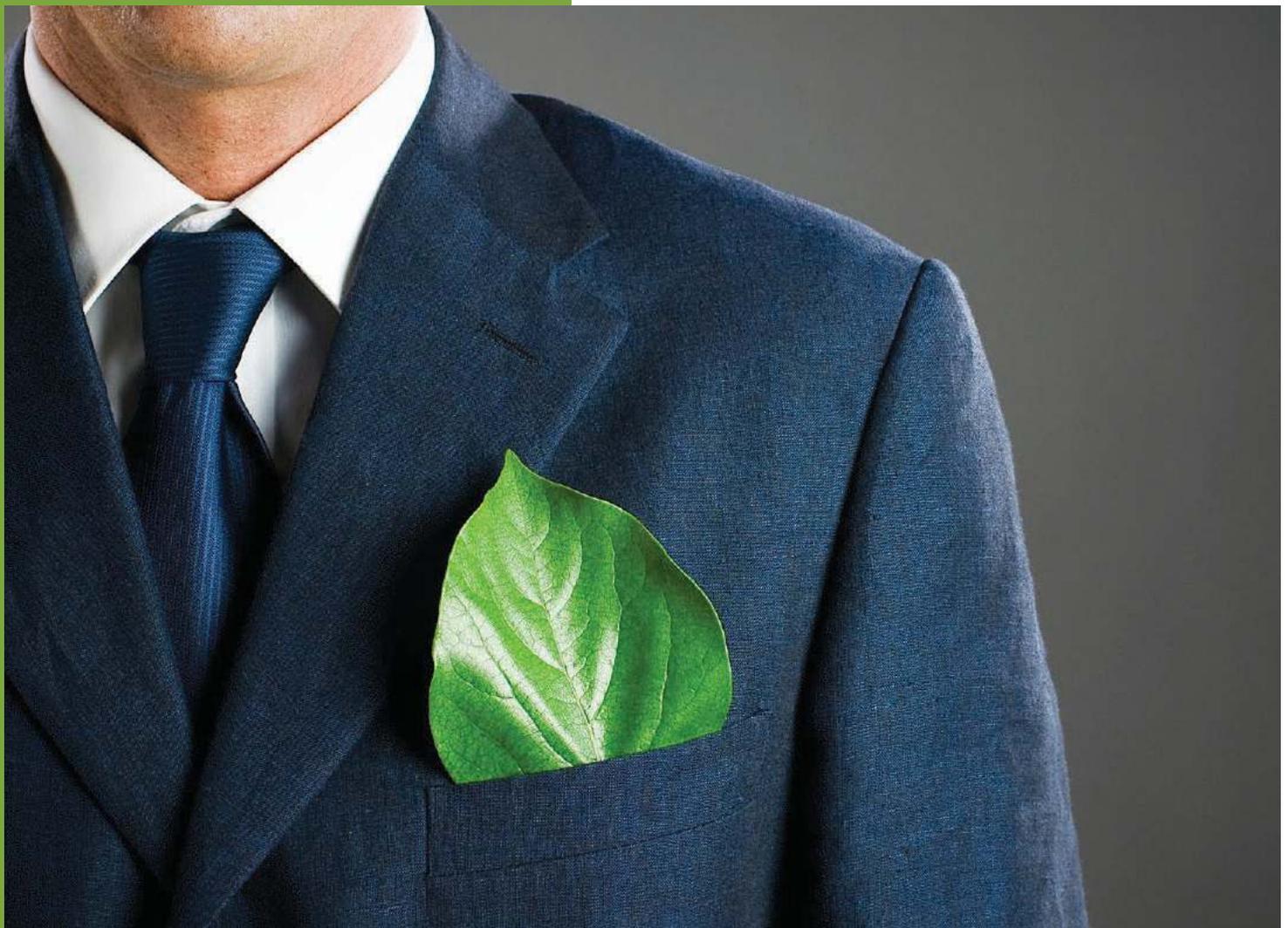
The Future Of Hospitality Industry

Ecotel is a hotel or accommodation that has made important environmental improvements to its structure in order to minimize its impact on the environment. The basic definition of a Ecotel is an environmentally responsible lodging that follows the practices of green living. These hotels have to be certified green by an independent third-party or by the state they are located in.

An Ecotel must usually meet criteria such as, Dependence on the natural environment, Ecological sustainability, Proven contribution to conservation, Provision of environmental training programs, Incorporation of cultural considerations, Provision of an economic return to the local community.

Ecotel or Green hotels follow strict green guidelines to ensure that their guests are staying in a safe, non-toxic and energy-efficient accommodation. Here are some basic characteristics of a green hotel:

- Housekeeping uses non-toxic cleaning agents and laundry detergent
- 100% organic cotton sheets, towels and mattresses
- Non-smoking environment



- Renewable energy sources like solar or wind energy
- Bulk organic soap and amenities instead of individual packages to reduce waste
- Guest room and hotel lobby recycling bins
- Towel and sheet re-use
- Energy-efficient lighting
- On-site transportation with green vehicles
- Serve organic and local-grown food
- Non-disposable dishes
- Offers a fresh-air exchange system
- Grey-water recycling, which is the reuse of kitchen, bath and laundry water for garden and landscaping
- Newspaper recycling program

Ecology has become a very strong trend; either convictions or a fashion, caring for the earth has become an ideal of many. As a result, Ecotel have become an increasingly popular alternative in the hospitality industry, the increase in demand has led therefore to a large range of hotels with planet friendly options for all requirements.

ECOTEL® is a certification that enables hotels to become sustainable by primarily reducing the environmental impact of their business and grow financially more viable and socially responsible. ECOTEL® was developed in 1994. Since then, it has evolved in keeping with advances in global warming, resource conservation, pollution prevention, building standards, and social responsibility. Today, its criteria are commensurate with those internationally recognised for sustainability.

ABOUT THE CERTIFICATION

- Any hotel/resort irrespective of the applicant hotel's country of origin may apply for the certification.
- Any hotel/resort during any stage of the life-cycle of the property may apply.
- Any hotel irrespective of its positioning or inventory may apply.
- The Certification is valid for a period of two years, after which member hotels must apply for re-certification.

A growing number of players define the certification market today, each with their strengths.

LEED (Leadership in Energy and Environmental Design) is considered among the leading certifications worldwide for construction of green buildings. ECOTEL®, in addition to valuing green buildings, is proactive and responsive to day-to-day hotel practices that lead to more sustainable operations. It also trains staff on operationalising sustainability while building symbiotic linkages in the community.

The Five Globes evaluate a hotel's practices, systems, and processes through five areas considered crucial for sustainability, which in turn comprise of a number of indicators.



SUSTAINABILITY COMMITMENT

Ensures a policy environment that minimises a hotel's environmental footprint throughout its value chain while lowering overall business costs. This includes greening the supply chain, encouraging fair trade practices, and protecting culture and heritage.

WASTE MANAGEMENT

Ensures greater operational efficiencies by identifying waste areas and streams, reducing waste through reduce and reuse strategies, recycling waste, diverting waste from landfills, converting waste to wealth, and reducing greenhouse gas emissions.

ENERGY MANAGEMENT

Ensures design and operating system-improvements provide the framework for conservation of natural resources, increased energy efficiency and air quality that result in economic savings, and reduced emissions.

WATER MANAGEMENT

Ensures reduced pollution and enhanced conservation of water through grey water recycling, and augmentation by ground water recharge and rainwater harvesting.

EMPLOYEE EDUCATION AND COMMUNITY INVOLVEMENT

Ensures that barriers to operationalising sustainability are reduced through employee training, engagement, communication, and policies that reward sustainable initiatives.

Additionally, ECOTEL® certified hotels are socially and culturally responsible.

Each of the Five Globes is defined by a three-tier rating system comprising of:

- **Primary Criteria** – essential qualifying points that are mandatory for hotels to meet.
- **Secondary Criteria** – points that determine a hotel's score

on the sustainability index and set out opportunities for improvement.

- **Tertiary Criteria** – bonus marks that are awarded to properties for sustainability initiatives beyond the scope of our criteria.

THE ECOTEL® ADVANTAGE

- Specific to the hospitality industry
- Updated rigorous standards that evolve with international advances and standards pertaining to the Five Globes.
- Spans the positioning spectrum and is awarded to hotels and resorts irrespective of size, positioning, branding or profile as long as they meet the certification criteria.

BENEFITS FOR HOTELIERS

- Lower operating costs due to improved operating efficiency and systemic installations.
- Lower operating costs due to improved departmental practices and conservation of resources.



- Wide marketing platform through marketing collateral.
- Visibility in the community as a socially responsible entity.
- Quantification of the environmental and financial impact of activities undertaken under the certification criteria.
- Training of staff of member hotels on understanding sustainability and its departmental applications across verticals.
- Handholding during the certification period as performance of properties is augmented through identification of operational areas that improve efficiencies and reduce consumption.

The past several decades have seen a growing awareness amongst hoteliers and investors regarding the environmental and social impacts of hotel development and operations – to the extent where sustainability issues have permeated nearly every aspect of the hospitality industry. This has been driven by multiple factors including owners' and operators' desires to reduce operational costs, changing investor attitudes toward

the environment and the coinciding emergence of corporate social responsibility programs, increased regulatory focus on facility operations and development, and a general shift towards the paradigm of 'sustainability.' While other aspects of the hospitality sector are relatively straightforward to record and interpret (e.g. occupancy percentages, capitalization rates, RevPAR, etc.), sustainability has remained intrinsically difficult to quantify. Sustainability issues touch on nearly all aspects of hotel ownership and management, necessitating the alignment of environmental, social, and financial factors to promote responsible business operations over time. Despite the lack of clear, universally accepted metrics, there is a noticeable shift toward sustainability that is well underway, with momentum demonstrated by a growing number of sustainability programs and initiatives which have arisen both internally in the hospitality industry (via hotel owners, managers and operators) and externally in the environmental community.

CURRENT TRENDS IN FACILITY MANAGEMENT

Current thought in facility management, and specifically hospitality operations, is largely focused on optimizing operational efficiency in primarily three areas: energy, water, and waste.

ENERGY

Hotels consume energy for HVAC operations, lighting, cooking fuel, and other miscellaneous power requirements. From a facility management perspective, the majority of focus is placed on reducing energy intensity, which can be accomplished using a technical, engineering-based approach known as commissioning. Front of the house energy efficiency measures include lighting retrofits, minimization of plug loads, and sealing of the building envelope. Back of the house energy efficiency measures include improved equipment and equipment scheduling, proper sensor calibration, elimination of simultaneous heating and cooling, and maintenance of proper building ventilation. Recent advances in technology relating to renewable sources of energy (solar, geothermal, wind, etc.) have improved the economics of using these alternative energy sources at the individual facility level.

WATER

Hotels consume water on a domestic basis (bathrooms, F&B, laundry), as well as 'process' water for facility operations (HVAC, irrigation, cleaning and maintenance). Hotels also collect and in some cases treat greywater (i.e. water generated from domestic activities) and blackwater (i.e. sewage) generated by guests and back of the house operations. Typical water conservation measures employed by hoteliers include fixture

retrofits, towel and linen reuse programs, HVAC and plumbing system improvements, and use of recycled / rain water for process and irrigation use.

WASTES

Waste streams generated by hotels include wastes from construction and refurbishment, consumables (e.g. paper, toner, batteries), durable goods (e.g., furniture, office equipment, appliances), F&B wastes, hazardous materials (e.g. cleaning solutions, fluorescent bulbs), and recyclable oil. Hoteliers employ a variety of strategies to reduce, reuse, and recycle wastes to minimize processing and hauling costs. Vendors are increasingly providing 'waste-to-energy' processing services, whereby wastes are processed into alternative energy sources such as natural gas or biodiesel fuel and sold back to hoteliers at reduced prices.

In addition to the three core areas of facility development and operations, other emerging areas of focus include sustainable procurement, indoor environmental quality (focusing on air quality and chemical/cleaning product use), and staff training programs (which can facilitate improved performance and higher levels of employee satisfaction/retention). The number of resources to assist hotel owners and operators in understanding and implementing sustainability measures is vast. These resources are provided by international organizations, public agencies (national and local governments), environmental firms, architectural & engineering consultancies, energy firms, utilities, trade organizations, and other entities. Additionally, a growing number of environmental certification programs have arisen that are targeted toward the hospitality sector. These programs can be divided into several broad categories, including

- Environmental programs targeted toward the hospitality industry.
- Programs targeted toward green building design and operation.
- Green product certifications and standards.

DRIVERS TOWARD SUSTAINABILITY

In today's economic climate, there are multiple factors that encourage business owners and managers to adopt sustainability measures into standard operational procedures. While the more obvious drivers include cost savings and demonstration of corporate social responsibility to investors, a number of more subtle reasons – such as employee retention and enhancing the guest experience – are also coming increasingly into play.

COST SAVINGS

The realization of a bottom line financial return from implementation of sustainable business practices is arguably,

it is the strongest motivating factor to encourage private sector participation. Energy efficiency and conservation measures have been studied in depth over the past several decades, leading to assessments that the majority of building stock throughout the world is consuming more energy than necessary. There are also potentially significant opportunities for cost savings in the areas of water consumption and waste handling/recycling. From a financial perspective, many of the cost reduction and efficiency strategies can be achieved with no-cost or low-cost measures focused on optimization of the performance of both equipment and personnel. Given the competitive nature of the lodging industry and the associated difficulty of increasing revenue, the potential for reduction of operating costs provides a compelling incentive for hoteliers to consider investment in environmental technologies, as well as more efficient operational procedures.



FISCAL AND ECONOMIC INCENTIVES

In an effort to encourage the development of environmental retrofits and the construction of 'green' buildings, a variety of fiscal and economic incentives have been enacted by numerous governments, agencies and organizations around the world. These benefits range from tax writeoffs to outright grants, and can also include more novel concepts such as insurance premium discounts, expedited regulatory permitting, and grants to cover development soft costs for sustainable projects.

REGULATORY/AFFAIRS

Existing environmental regulations targeted toward the hotel sector are largely focused on various aspect of facility operations such as storm water management, hazardous materials handling, and environmental health and safety. However, a wide range of present and future legislative activities will impact hotel design, construction and operations. This legislation ranges from the broad and long-term to the specific. The concept of Life Cycle

Assessment for products has gained significant acceptance as a policy instrument and basis for evolving regulatory mechanisms – most notably in the European Union. Hoteliers will need to monitor legislation at the national and local levels to properly plan for operational practices and associated capital expenditures that may be required in the future.

STABILIZED UTILITY PRICES AND AVAILABILITY

Going beyond simple cost savings and regulatory regimes, hoteliers can deploy more efficient equipment and alternative forms of utility generation to hedge against future price increases in utility costs. This approach is especially important in geographic locations with developing or unreliable infrastructure, to prevent a compromised guest experience in the form of power cuts or sub-standard water quality.

MARKETING//BRAND IMAGE

Most of the major hotel brands have incorporated some fashion of sustainability platform into their brand definition. Sustainability initiatives are routinely demonstrated in both marketing materials and annual reports. Several brands have been repositioned to cater to a younger generation of more environmentally and socially-conscious customers. There has been somewhat greater market penetration for certification programs within the corporate travel sector, especially relating to the growing field of green meetings and conventions.

GUEST EXPERIENCE

Hoteliers are increasingly understanding that investments in environmental technology can have a direct positive impact on guest experience, which can affect both occupancy and ADR. The new generation of ‘intelligent’ HVAC systems and energy management devices, coupled with a properly managed maintenance regime, can result in significant improvements in thermal comfort and indoor air quality – for both guests and employees. Improvements can also be realized in the indoor acoustic environment, where noise from building equipment such as fans, boilers and compressors can negatively impact the guest experience. Creation of a positive corporate culture / Employee retention. The adoption of a sustainable corporate culture can provide a distinct advantage in terms of attracting and retaining talent. Anecdotal evidence within the hospitality sector points toward higher employee retention rates amongst corporations where ‘green ethics’ are prominently displayed and adhered to within the workplace.

INVESTOR REQUIREMENTS

Investors in both public and private companies are increasingly looking for quantifiable indicators of sustainable performance,

which has led large public corporations such as IBM and Walmart to adopt strong sustainability programs with measurable performance indicators. Sustainability has emerged as an investable concept, with the underlying assumption that “corporate sustainability leaders achieve long-term shareholder value by gearing their strategies and management to harness the market’s potential for sustainability products and services while at the same time successfully reducing and avoiding sustainability costs and risks.

Based on the growing number of factors that will drive sustainability efforts within the hospitality community, a coinciding series of needs will have to be addressed to provide hoteliers with the resources to implement environmental and social initiatives at their facilities.

Sustainability issues impact nearly all aspects of hotel ownership, including both development and operations. The



numerous drivers toward sustainability indicate a growing correlation between sustainability and financial performance – we anticipate that this connection will continue to strengthen over the coming years. The hotel and lodging community is poised to embrace sustainable operation and development as a means not only to preserve our environment, but also to optimize efficiency, realize cost savings, improve employee morale, enhance guest satisfaction, and manage investor expectations.

ECOTEL or GOING green has become the “it” topic of concern of the past several years and continues to gain transaction to be the future of hospitality industry. The hotel industry is a large business sector, which means hotels can play a major role in changing the culture of environmental degradation practices being followed in order to achieve sustainable growth. ■



Experience a grand stay and warm hospitality at **Hotel Raviraj** Aurangabad

“Our Hospitality will make you feel at home because for us the ancient belief of 'Atthiti Devo Bhava'- Guests are like gods, still holds true”

Hotel Raviraj Inaugurated in 1985 & renovated in September 2015 is managed by Panchavati Group of Hotels at Aurangabad. Panchavati group of Hotels comprises of 3 properties and Raviraj is the fourth venture, the group comprises of Hotel Panchavati (1980), Hotel Regal Plaza (2003) & Hotel Oberoi (2012). All the Hotels are been ranked in Top 10 Hotels of Aurangabad based on Guest ratings & reviews.

Hotel Raviraj provides 3-star accommodation in Aurangabad. The Hotel has 42 beautifully decorated rooms, family restaurant with kids play zone, Bar, Conference hall & Gym. Hotel

Raviraj, Aurangabad is a peaceful economy property popular with leisure as well as business voyagers. Bright colours, friendly environment and warm ambience will drive one crazy in its tranquil surroundings. It is possibly the best value midrange hotel with spacious rooms offering a good siesta. The whole place is packed with fine services & amenities and avails guests with a contemporary range of facilities that calls for a revitalizing holiday.

Hotel Raviraj is suitably situated at Court Road with some remarkable tourist attractions in the close vicinity. To name a few, they are Bibi Ka Maqbara, Daulatabad Fort, Aurangabad Caves, Kala Darwaza, Shrimant Chatrapati Shivaji Raje Museum, Kalagram and Delhi Gate.



The hotel lies 8kms from Aurangabad Airport and a kilometer from Aurangabad Railway station. Hotel Raviraj offers a contemporary list of facilities like restaurant, bar and conference hall. The hotel's restaurant serves an appetizing range of delights catering to every thirst. The food is luscious till its last bite. The in house bar in its cozy surroundings will avail one with a premium variety of drinks to revive ones senses. The hotel also features a spacious conference hall for the corporate people with internet facilities, business centre, meeting facilities and fax services that are necessary for the success of any corporate meeting. Other conveniences offered in the premises are money changer, doctor on call, excellent room services, laundry services, power back up, fire safeguards, acceptance of credit cards and safe deposit lockers.

Standard Room

Standard room at the hotel has double beds. It has an area of 220 square feet; offers free WiFi, LCD television, Split AC, Tea/Coffee maker and in room safe.

Executive Room

Executive room at the hotel has double beds. It has an area of 270 square feet with balcony; offers free WiFi, LCD television, Split AC, Tea/Coffee maker and in room safe.

Junior Suite Room

Junior Suite room at the hotel has Queen Size bed. It has an area of 390 square feet with balcony; offers free WiFi, LCD television, Split AC, Tea/Coffee maker, in room safe and Parallel phone line in the bathroom.

Hotel Raviraj, Aurangabad is a nice selection with its multiple agreeable amenities, which will surely make ones trip something to boast of without any regrets. Well-maintained and excellent amenities ensure a cosy stay. The hotel offers comfort and hospitality at its best. ■





5 Hospitality Industry Changes for 2016 – and How to Tackle Them...

The hospitality world as we have known it, is undergoing a significant revolution. Technology has aggravated this revolution drastically and it is this technology itself, that is changing and growing at a faster pace than most can keep up with. To say that the hotel industry is in flux is an understatement. To effectively map out strategies that will drive revenue goals for 2016, hotels need to be forward thinking about how the market is changing and how those changes affect marketing, services and operations. Here are five of the most important trends to keep a tab on.

#1 – Who is the “rightful” owner of the guest?

With the rise of the OTA's, hotels today have very little choice on whether or not to distribute to online travel agencies. What is at stake, however, is ownership of the guest. Booking.com announced last year that it would cease to provide hotels with the guest's email when it sends guest confirmation. When hotels do not have ready access to their guest data, and the OTA "owns" the guest rather than the property, it severely hampers the ability for hotels to capture new and repeat guests with the highest value. Hotels require data to effectively market to past guests and access to this data will play a role in how hotels and OTA's move forward.

Tackle - Train the front desk staff to incentivize the guest in some way and collect key data from them at check in, and focus on growing the direct channel in 2016 to ensure that the guests are "yours" rather than the OTAs.

#2 –The Mobile is Set to Revolutionize – Yet again...

In 2016, 51.8% of travelers who book trips via digital means will do so using a mobile device, according to eMarketer's latest estimates of digital and travel research and booking. That will be up from 43.8% this year. Clearly, a robust mobile marketing plan is in order. This means responsive design, one-click booking, and location technology. Some hotels are surprised to hear that a comprehensive mobile marketing plan calls for integrating click-to-call campaigns. According to a research conducted online, 68% of hotel guests report that it is extremely/very important to be able to call a hotel during the purchase phase, and 58% are very likely to call a hotel if the capability is available in a smartphone search. Of those who are likely to call directly from search, 40% will call to make a purchase, and 50% will call to ask about promotions or incentives.

Tackle -Like other segments of the online marketplace, mobile is playing an increasingly important role in online travel. Guests typically take a cross-platform approach, so it is essential that hotels offer a seamless omnichannel experience before, during and after their stay. Don't discount the traditional method of having a Face to face interaction with your guest.

#3 –A Shift in Market Share = More Competition

Leading hotel consultancy firm HVS noted subtle yet evident recovery in branded hotel business in India during 2014-15. Nation-wide occupancies during FY15 grew almost two

percentage points, crossing the 60% mark for the first time in four years. The occupancy closed at 60.3% as against 58.4% in 2013-14. Similarly, there was a marginal growth in the nation-wide RevPAR (Revenue per room) in branded hotels in 2014-15. RevPAR performance of India's organised supply rose to Rs 3,324 from the last year's Rs 3,275. This was noted the first in four years where RevPAR has grown. However, hotels are beginning to see more competition from private accommodations, especially as vacation rentals and alternative accommodations become widely available across traditional OTA channels. The increasingly competitive market requires hotels to craft strategies around capturing more market share.

Tackle -Actively monitoring rates of alternate accommodations in your competition and crafting revenue management strategies accordingly.Creating last-minute mobile promotions and market it to locals for staycations and to generate word-of-mouth awareness.Well-trained reservations staff can substantially increase conversions while pre-stay email outreach will reduce the likelihood of cancellation.

#4 – Sustainability, efficiency and innovation

Laser and 3D printing may not be huge factors yet, but advances like these will be rewriting the rules for what's possible for textiles, accessories and even small case goods in the near term. The future is about more than technology. Some trends include the transformation of the lobby away from the formal check-in experience to a multi-functional social destination (think a neighborhood where people come together or the front steps of an urban townhouse); green as the sexy new face of luxury; customizable F&B experiences; guestrooms with more open storage, open floor plans and no desks; storytelling that starts even before the front door and continues in unexpected spaces such as elevators and corridors.

#5 - Understand How Travelers are Changing - Use Data to Put Their Needs First

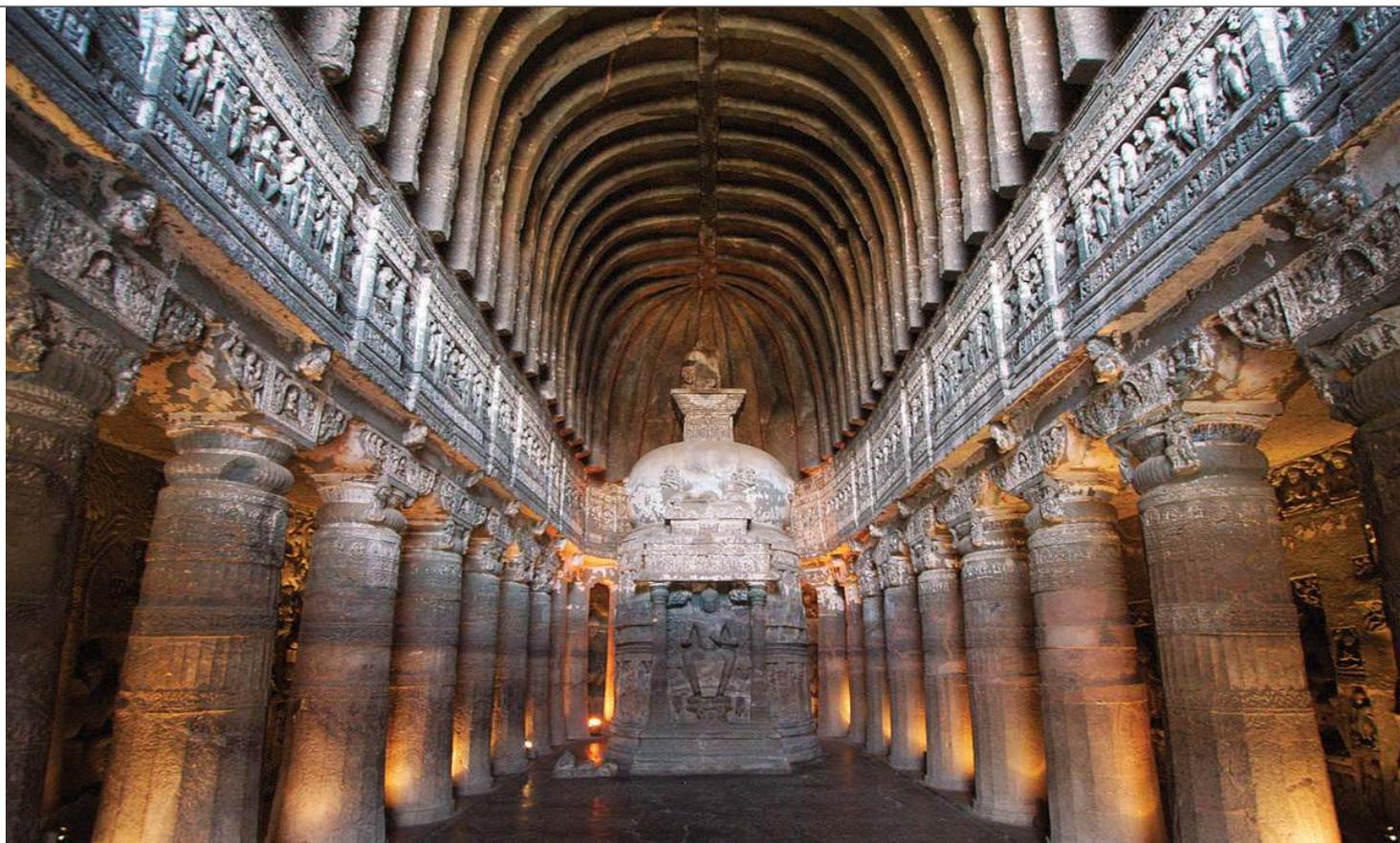
Know your travelers. Last-minute trips are on the rise, and more people are planning on a last-minute trip in the coming year. The short local getaway and mini-vacations will continue to trend. Bleisure (Business cum Leisure) will continue to grow, according to Fortune, and multi-generational and multi-family travel will experience growth, as well. Look at historical booking data, tying bookings back to the keyword or search query that drove the booking.

Tackle – Each hotel has a goldmine of data that you can dig deep into your channels, guests, their behaviors, your reservations department, and revenue in order to develop a plan that is informed by real guests, tailored to weed out what hasn't worked, and driven by what you know is profitable.

The stage is set for the hotel industry to have an outstanding year in 2016. All signs point to healthy demand and continued ADR increases. However, travelers have more options than ever before and a growing list of demands to be met before booking. At the end of the day, rates and service will go head to head as the deciding factors for travelers. Rate strategies can be automated, but service is an art—one that starts from the very first interaction. ■

Shail Barot

Director
Vie Hospitality Group



Aurangabad Tourism Capital of Maharashtra

Aurangabad is a historical city in Maharashtra located mainly in the Godavari River Basin and partly in the Tapi River Basin. Aurangabad, meaning "Built by the Throne" and is named after Mughal Emperor Aurangzeb. The city is a tourism hub, surrounded by many historical monuments, including the Ajanta Caves and Ellora Caves, which are UNESCO World Heritage Sites, as well as Bibi Ka Maqbara. Aurangabad is titled "The City of Gates" and the strong presence of these can be felt as one drives through the city. Aurangabad is Tourism Capital of Maharashtra and one of the fastest growing cities in Maharashtra, it is also emerging as a prime industrial city. The city is linked with Mumbai by air, rail and road and an excellent road network connects Aurangabad with the rest of the state. The city also serves as a transit point for Pithalkora, Daulatabad, Khuldabad, Paithan and Shirdi. Silk fabrics were once Aurangabad's chief revenue generator, and the town is still known across the world for its hand-woven Himroo and Paithani saris.

Ajanta Caves

Ajanta Caves are 28 - 30 rock-cut cave monuments created during the first century BC and 5th century AD, containing paintings and sculptures considered to be masterpieces of both Buddhist religious art and universal pictorial art. The caves are located just outside the village of Ajin'ha. Since 1983, the Ajanta Caves have been a UNESCO World Heritage Site. The caves are traditionally numbered starting from the one closest to the village.

Aurangabad Caves

Aurangabad Caves were excavated from the soft rock during the 6th and 7th century. These caves, ten in number, are divided into two separate locations - Western Group Caves having caves 1-5 and Eastern Group Caves having caves 6-10, located 1 km apart. The designing and image is molded by Tantric Hinduism.

Cave 4 from Western Group is the oldest cave. The remaining four Western caves are viharas depicting an early type of Buddhist monastery. Cave 6 which belongs to

the Eastern Group has a large statue of Buddha supported with a form of Ganesh and Cave 7 has forms of women which are barely clad and bejeweled.

Bibi Ka Maqbara

The Bibi Ka Maqbara is a beautiful mausoleum of Rabia ul Daurani also known as Dilras Banu Begum, the wife of the Mughal Emperor Aurangzeb. This mausoleum is believed to be constructed during 1651 to 1661 A.D by Prince Azam Shah, the son of Aurangzeb in memory of his mother. The mausoleum draws its inspiration from the world famous Taj Mahal of Agra and hence it is known as the "Taj of Deccan". The Maqbara is erected beyond a locality called Begumpura. The Mausoleum stands within an enclosed area measuring 500 yards by 300 yards. The surrounding high wall is crenellated with pointed arched recesses on the outside. There are bastions at intervals, and the recesses are divided by pilasters crowned with little minarets. The centre of the southern wall is occupied by a handsome portal entrance closed by folding doors which are covered with a running foliage pattern in brass. The structure is in the form of a hexagon and angles are ornamented with minarets.



Ellora Caves

Ellora is an archaeological site, 30 km from the city of Aurangabad built by the Rashtrakuta rulers. Well-known for its monumental caves, Ellora is a World Heritage Site. Ellora represents the epitome of Indian rock-cut architecture. The 34 caves actually structures excavated out of the vertical face of the Charanandri hills being Buddhist, Hindu and Jain rock cut temples and monasteries, were built between the 5th century and 10th century. The 12 Buddhist (caves 1-12), 17 Hindu (caves 13-29) and 5 Jain (caves 30-34) caves, built in proximity, demonstrate the religious harmony prevalent during this period of Indian history.

Pithalkora Caves

The Pithalkora Caves also known as Brazen Glen are a group of caves nestled in the Satmala ranges of the Sahyadris, located near Kannad at a distance of 78 kilometres from Aurangabad. Pithalkora consisting of 14 Buddhist Caves and it forms one of the earliest centres of the rock-cut architecture. These monasteries embedded with rich carvings with elaborate details date back to the 2nd century BC to 5th century AD. The sculptural representations here are similar to that of found in the stupas of Sanchi, Karla, Nasik, of the same period.

Daulatabad Fort

Daulatabad is situated 13 km from Aurangabad. The fort stands on a pyramid shaped hill. It was previously known as Devgiri.

Bhillama, the king of the Yadav dynasty built it in the 12th century. It was Mohammed Bin Tughlaq who gave the name Daulatabad which means city of fortune. The fort of the city is built on top of a high hill. It is surrounded by thick walls and has transfixed gates. Steep slip ways and a deep ditch can also be seen. Curled network of secret, teasing and underground transitions can also be seen in the fort.

Sunheri Mahal

The Sunheri Mahal was constructed by a Bandalkand chief who came with Aurangzeb into the Dakhan. The Mahal is located in Paharsingpura, which is a suburb of Aurangabad. The structure is made of stone and lime. The Mahal has a high pedestal but it is now in dilapidations. The paintings in the Mahal were once painted of gold and so the name Sunheri Mahal. The Sunheri Mahal finishes the Mughal grandness with its remnants of glory that rejects to fade.

Damri Mahal & Barra Darri

Barra Darri along with the Damri Mahal are located close



to the Delhi gate in Aurangabad. The Barra Darri and the adjoining buildings were erected by Ivaz Khan. A covered aqueduct passes over one of the buildings and in the olden day's water descended in a shower into an oblong cistern below containing several fountains.

Damri Mahal was built after the completion of the Barra Darri. It is so named because it was constructed by levying a contribution of a 'damri' or the quarter of a dub, on labourers employed on Barra Darri.

Bani Begum Gardens

Bani Begum Gardens are located 24 kilometres from Aurangabad at Khuldabad and surrounded the tomb of the consort of one of Aurangzeb's son. One can come across fluted pillars, massive domes and fountains that are built in various different styles.

Chauki-ki-Masjid

The Chauki-ki-masjid is one of the masjid and dargah that are scattered in and around the old city of Aurangabad. The Chauki-ki-Masjid was built by Aurangzeb's uncle Shayista Khan in 1665 A.D. The Chauki-ki-masjid has five pointed arches in front. It is two arches deep. The arches are connected by eight pillars. They support five domes. The central dome is elevated and has a metallic steeple. The other domes are hidden in the roof. Minarets at the corners can also be seen. The complete structure has a high basement which contains chambers. These chambers were used for shops and they opens on the roadside.

Dargah of Pir Ismail

The Dargah of Pir Ismail was constructed in memory of Pir Ismail the tutor of the prince Aurangzeb. The garden in the Dargah consists of many water tanks and fountains. The gate is magisterial and it has a large pointed archway. It forms sort of a portico. The actual entrance is by way of a small pointed arch which is at the extreme. The parapet is neatly decorated. The facade has 3 little windows with pointed arches. The corners of the terrace has a tower which is surmounted with a bulging dome and spire. The Dargah is square and has 5 pointed arches on each side.

Jama Masjid

The Jama Masjid is located near the Killa Arak. It has 50 polygonal pillars. These pillars are arranged in 5 rows. They are connected by a system of arches. This divides the building into 27 equal compartments. Each compartment is covered by a small domical vault which is simple but elegantly designed. Out of the 9 pointed arches in the front 5 were erected by Malik Ambar. A roomy court in front of the mosque has open buildings on 3 sides for travellers. A

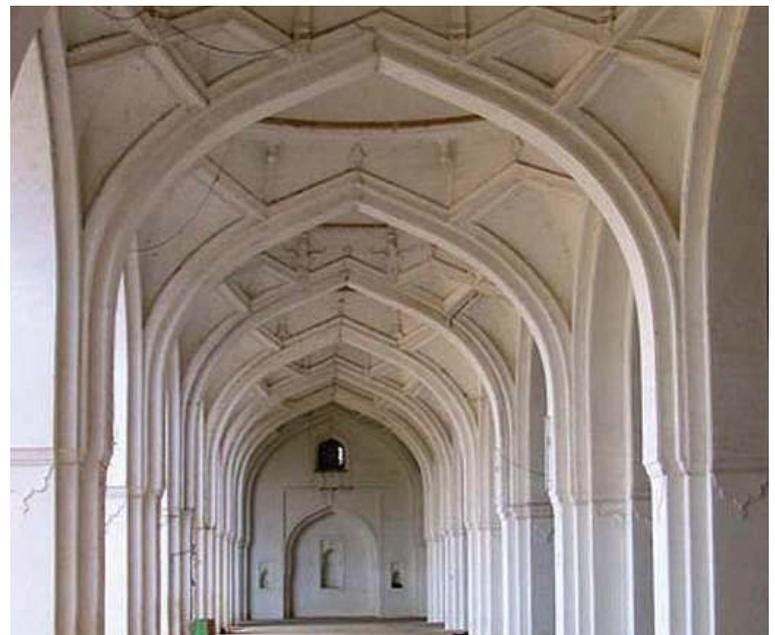
water tank in the middle of the court is provided with water from the Malik Ambar canal.

Quila-E-Ark(Killa Arak)

Quila-E-Ark(Killa Arak) was built in 1692, when Aurangzeb ordered a palace to be built and named it as the Killa Arrak. The space enclosed by the Killa Arrak or citadel covered nearly the whole ground between the Mecca and Delhi gates of the city. It had four or five gateways and a nagarkhana for the musicians. The Am Khas or the Darbar Hall, remains of interest.

Naukhanda Palace

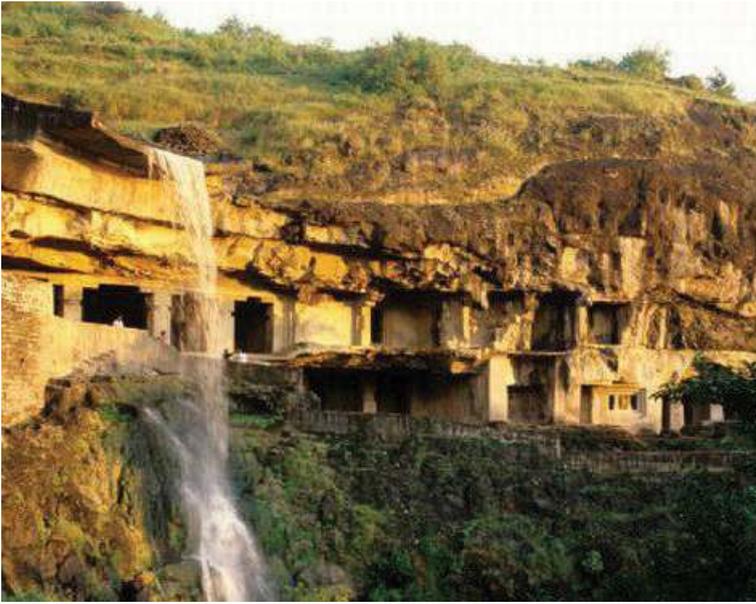
The Naukhanda palace was built by Malik Ambar in 1616 upon the summit of a rising ground. When Nizam Ali Khan was at Aurangabad, he occupied the Naukhanda



Palace. The palace consists of 5 zananas. It also consists a Dewan-i-Am, a Dewan-i-Khas, a masjid and a Kachari. Each section of the palace is provided with a garden and a water tank. The central part of the palace is in a good state. Also a hamam meaning hot bath which is attached to the palace is also in a fine shape. The wood work and the ornament plaster are missing. The Kachari consists a gadi of the Nizams.

Shahganj Masjid

Shahganj Masjid occupies the largest market squares of Aurangabad and is one of the finest edifices of its class to be found in India. The mosque built in about 1720 A.D. by Khafi Khan, constructed in the Indo-Saracenic style, and supported on stone pillars. The interior contains twenty four pillars, which with six pilasters in the back wall, are



Grishneshwar Temple

Grishneshwar Temple is a Hindu temple located in Verul very near to the Ellora Caves and about 30 km from Aurangabad. It was built during 1765 and 1795. The construction of the temple was done by Ahilyabai Holkar of Indore. The temple is built of red volcanic rock and it delivers a characteristic appearance. The most impressive feature of Grishneshwar Temple is the 5 tier Shikara. The Shikara rises in decreasing height. The height is then increased with the help of the high wall component of the sanctum. A bull at each corner and monkey behind it is the crown of the Shikara. The temple is of great importance as the presiding deity is one of the 12 Jyotirlingas in India.

arranged in the form of a square. There are minarets at the corners of the main building, and at the end angles of the Kham Khas. The courtyard in front contains two large cisterns. The entrance is in the form of a little mosque, with a pointed arch and two minarets.

Gates in Aurangabad

Gates in Aurangabad are one of the various things that makes Aurangabad stand out from the several other medieval cities in India, it has 52 gates each of which have a local history or had individuals linked with them. Not many people are aware of the fact that Aurangabad is also known as the City of Gates. Some of them are Kaala Darwaza, Jaffar Gate, Naubat Darwaza, Mahmud Darwaza, Makai Gate, Bhadkal Gate, Delhi Gate, Rangeen Darwaza, Roshan Gate, Barapulla Gate and Paithan Gate.

Himayat Bagh

The Himayat Bagh is 17th century garden that now houses the Fruit Research Station and Nursery, which is a part of the Marathwada Agricultural University. It is located near Delhi Gate in Rauza Bagh area of Aurangabad. It is a sprawling complex spread over 300 acres, naturally green and in the olden days it was known as the Mughal garden. The Himayat Bagh is a tourist attraction in itself because of its greenery and cool environment. Visitors can have a look at various plants and trees in the nursery, on which research is being conducted.

Dnyaneshwar Udyan

Dnyaneshwar Udyan is the largest garden in Maharashtra resembling the Vrindavan Gardens of Mysore, situated on the banks of Nathasagar Lake formed due to Jayakwadi Dam. It is located in the ancient town of Paithan which is 40 km south of Aurangabad. Out of the 125 hectares, orchids cover 26 hectares, 28 hectares are laid out as parks and 15 hectares beautified with floriculture. Colourful flowerbeds, vast lawns and musical fountains are the attractions of the Udyan.

Ten plazas (raised platforms), twenty-two fountains are added features. More than a hundred thousand trees, in addition to the forty thousand fruit trees are the pride of the garden. There is also a nursery selling saplings and spices. A children's play area, swimming pool and boat rides make this spot ideal for weekend picnics. Evenings are the best time to visit Dnyaneshwar Udyan.

Himroo Factory

The Himroo Factory is a major tourist attraction of Aurangabad. The conventional Himroo fabric is available here. The Himroo material is an amazing mix of cotton and silk and it is known for its quality. Paithani saris and conventional handloom shawls can also be seen here. The materials of other factories and Himroo material and silver



threads are also available here. The designs and the patterns on these fabrics are the inspirations which are derived from the Ajanta paintings. The locale of the Himroo Factory is ideal. The factory is near Zaffar Gate in the old town.

Jaykwadi Dam

Jaykwadi dam is one of the largest irrigation projects in Maharashtra. It is a multipurpose project. Its water is used mainly to irrigate agricultural land in the drought prone Marathwada region of Maharashtra state. It also provides water for drinking and industrial usage to nearby towns and villages and to the municipalities and industrial areas of Aurangabad and Jalna. The surrounding area of the dam has a beautiful garden and a bird sanctuary.

Kailash Temple

Kailash Temple also known as Kailasanatha Temple is one of the 34 monasteries and temples, extending over more than 2 km, that were dug side by side in the wall of a high basalt cliff in the complex located at Ellora and represents the epitome of Indian rock-cut architecture. The rocks were scooped out over hundreds of years to construct this monolithic structure. From the chisel marks on walls of this temple, archeologists could conclude that three types of chisels were used to carve this temple.

Khuldabad

Khuldabad is a walled town lying at a distance of 24 km. from Aurangabad. The town of Khuldabad contains the shrines of the most famous saints of the Dakhan. Initially it was known as Rauza meaning Garden of Paradise. It is also known as the Valley of Saints, or the Abode of Eternity, because in the 14th century, several Sufi saints chose to reside here. The tomb of the Mughal emperor Aurangzeb and his trusted general Qamar-ud-din Khan, Asaf Jah I first Nizam of Hyderabad are located in this town, so is the tomb of Malik Ambar.



Mhaismal

Mhaismal is a hill station located 33 km from Aurangabad is another tourist spot. Mhaismal originally was called Maheshmal. An ancient temple of Girijamata is in the village and an exact replica of Lord Balaji temple, Tirupati is located at the top of hill. It is a small but beautiful hill station situated in the vicinity of Ellora caves has also become a hotspot for adventure sports like paragliding and parasailing.

Paithan

Paithan is a historic city located 56 km south of Aurangabad on the banks of Godavari River. Previously known as Prathisthan, it served as the capital of the Satavahana dynasty of ancient India that ruled from 2nd century BC to 2nd century AD. Paithan was home to the great Maharashtrian saint Eknath of Hindu religion. Lots of people flock every year to his Samadhi during the time of Paithan Yatra, also known as NathShashti. The town is also famous for the Jain temple dedicated to Bhagwan Munisuvratnath who was 20th Jain Tirthankar.

Panchakki

Panchakki also known as the water mill takes its name from the mill which used to grind grain for the pilgrims. This monument located in Aurangabad, displays the scientific thought process put in medieval Indian architecture. It was designed to generate energy via water brought down from a spring on a mountain.

Pariyon ka Talab

Pariyon ka Talab (Fairies Lake) situated at a distance of 30 km from Aurangabad at Khuldabad, is a large lake with steps all along its western shore and a stage like platform which bears great resemblance to the ancient Roman Amphitheatre. On Its banks is the mausoleum

of Ganj Rawan Ganj Baksh, believed to be the earliest Mohammedan saint of the Deccan. Pari-ka-Talab is also known as Ganj Rawan Talab.

Purwar Museum

The Purwar Museum is a small museum situated in Sarafa road. The museum is housed in a fantastic old haveli. The museum has exquisite collections of a retired doctor. The personal collections of doctor Purwar is on display since the year 1970. The collections in the museum consist of a 500 year old chain mail suit, a copy of the kuran written by Aurangzeb. The museum also contains an 800 year old Paithani sari as exhibit. An old timer shop is located near the museum.

Gautala Sanctuary

Gautala Sanctuary is a sanctuary situated at a distance of 65 km from Aurangabad. Spread in the hill ranges of Sahyadri in the proximity of Aurangabad and Chalisgaon. The diversified vegetation scattered intermittently support rich faunal and floral diversity. Particularly it is good for the development of sloth bear habitat and for resident and migratory birds.

Salim Ali Lake

Salim Ali Sarovar (lake) popularly known as Salim Ali Talab is located near Delhi Gate, opposite Himayat Bagh, Aurangabad. It is located in the northern part of the city. During the Mughal period it was known as Khiziri Talab. It has been renamed after the great ornithologist and naturalist Salim Ali. The office of Divisional Commissioner Aurangabad Division is located near it.

Siddharth Garden

The Siddharth Garden is situated in the heart of the city. It is placed near the station road. The garden is spread over a large area and it has a green outlook. The Siddharth Garden is one of the most popular outdoor recreational centers of Aurangabad. There is a small aquarium in the garden. Large areas of grass flanked by shrubs and trees are fantastic to watch. There is also a good spot for picnic. Variety of games can also be played in the garden.

Gul Mandi

Like all other cities in India, Aurangabad also features a large number of bazaars. Gul Mandi is one of the largest bazaars in Aurangabad. Varieties of goods are sold in this market. The products changes on all days and the products available depend on the day the market is visited. But these bazaars do not have genuine shopping malls. The best quality products are sold in the markets. The special

products are the Paithani saris. Different varieties of garments and Himroo silk stuff are also available.

Textile Industry

The city of Aurangabad was a major silk and cotton textile production centre. A fine blend of silk with locally grown cotton was developed as Himroo textile. Much of the silk industry has vanished over time, but some manufacturers have managed to keep the tradition alive. Paithani silk saris are also made in Aurangabad. The name of this cloth is derived from Paithan town. The Himroo material is an amazing mix of cotton and silk and it is known for its quality. Paithani saris and conventional handloom shawls can also be seen here. The materials of other factories and Himroo material and silver threads are also available here.



Cannought

Cannought is a shopper's paradise of Aurangabad. The place has a Kam Khab, the golden and silver thread blended with cotton to make the dainty Himroo shawls and sarees. These products are available in many showrooms in and the market area. Complex patterns of flowers, peacocks, parrots and the caves of Ajanta and Ellora are used as borders of sarees. Paithan sarees are being weaved and they follow age old traditions. The shopping market of Cannought is now becoming very popular. It is making its place slowly but surely amongst the younger generation.

Located amidst hills of Maharashtra, Aurangabad is not short of scenic beauty or manmade wonders. Aurangabad offers a clear insight into the glories of the past and the effects of modernization as well. The cultural heritage and the architectural excellence of the early days and the centuries old monuments are something that remains in memories forever. Aurangabad has stunning landscapes and show of excellence in various art forms. ■

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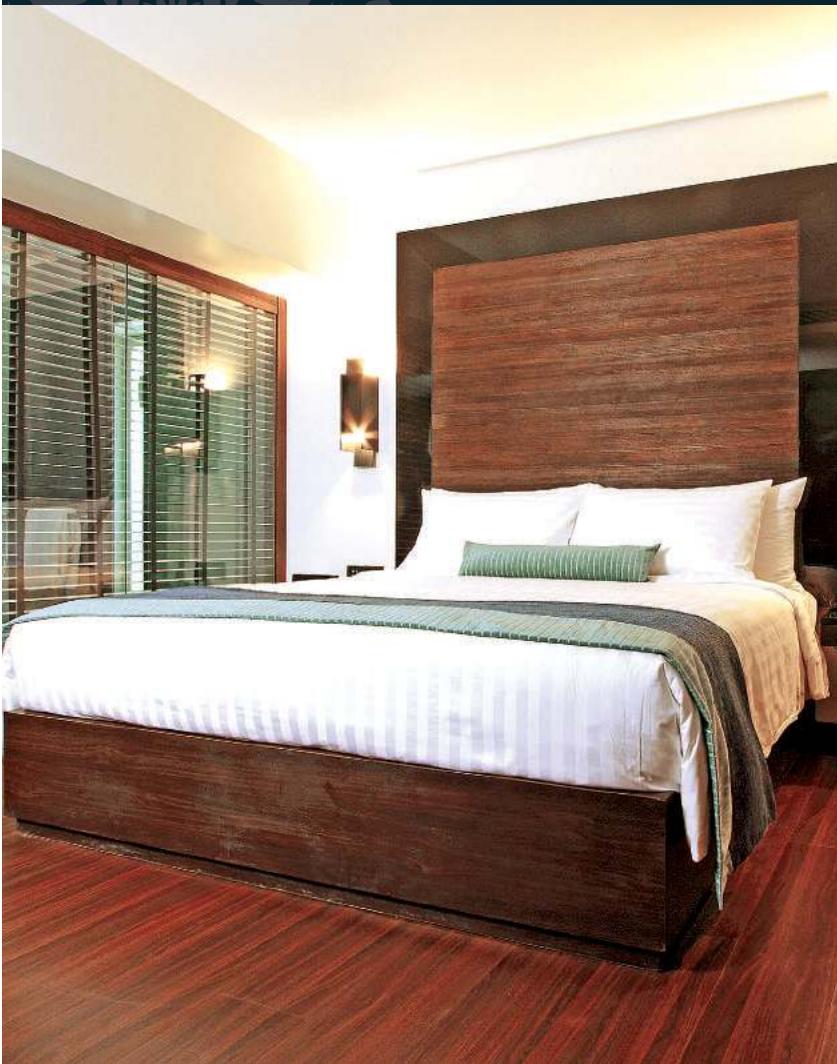
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